

## Message Text

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PAGE 01 STATE 184212  
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

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-----115795 051716Z /53

O 051555Z AUG 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LAGOS IMMEDIATE  
INFO AMCONSUL KADUNA IMMEDIATE

UNCLAS STATE 184212

E.O. 11652: NA

TAGS: UEXP, NI

SUBJECT: PRODUCT OPPORTUNITY - VISIT BY NIGER RIVER BASIN  
DEVELOPMENT AUTHORITY DELEGATION

REF: A) LAGOS 8550, B) LAGOS 8226

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OF USDOC HAS  
ARRANGED FOLLOWING TENTATIVE ITINERARY FOR VISITING DELE-  
GATION.

AUG. 14 (SUNDAY) - ARRIVE NYC (KENNEDY 1335 HOURS. DEPAR-  
TURE NYC (KENNEDY) 1720 HOURS. ARRIVE CLEVELAND 1848 HOURS.

AUG. 15 (MONDAY) - AM WITH TEREX DIVISION, G.M. CORP.  
AT HUDSON, OHIO. PM WITH WARNER AND SWASEY AT SOLON, OHIO.

LEAVE CLEVELAND IN PM FOR CHICAGO AND BOOK INTO O'HARE  
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PAGE 02 STATE 184212

HILTON FOR NEXT THREE NIGHTS.

AUG. 16 (TUESDAY) - AM WITH INTERNATIONAL HARVESTER AT MEL-  
ROSE PARK, ILLINOIS. PM WITH JOHN DEERE AT MOLIN, ILLINOIS  
AND RETURN TO CHICAGO, O'HARE HILTON.

AUG. 17 (WEDNESDAY) - AM WITH CATERPILLAR IN PEORIA, ILL.

PM WITH WABCO IN PEORIA, ILLINOIS.

AUG. 18 (THURSDAY) - AM WITH FIAT-ALLIS CONSTRUCTION MACHINERY COMPANY AT DEERFIELD, ILLINOIS. PM WITH J.I. CASE AT RACINE, WISCONSIN. RETURN TO CHICAGO, O'HARE HILTON IF NECESSARY.

2. DUE TO LIMITED TIME AVAILABLE TO MEET WITH COMPANIES AND TIME CONSUMING TRAVEL NECESSARY TO VISIT WATER PROJECT AS REQUESTED, TRAVEL TO THESE PROJECTS IS NOT FEASIBLE. RECOMMEND THAT EXTENSION OF AT LEAST ONE DAY BE MADE TO TRAVEL IN ORDER TO ALLOW TEAM TO MEET WITH CORP. OF ENGINEERS ET AL AS SUGGESTED IN SECTION E, PARA. 3 OF REFTTEL A. IF DELEGATION COULD EXTEND BY A FEW MORE DAYS, THEIR STAY IN US, SEVERAL FIRMS HAVE EXPRESSED INTEREST IN ESCORTING THEM TO VARIOUS PROJECTS IN SOUTH AND WEST. IF UNABLE TO EXTEND VISIT, ABOVE ITINERARY APPEARS TO BE IN BEST INTERESTS OF BOTH VISITORS AND COMPANIES.

3. COMPANIES HAVE SUGGESTED THAT THEIR REPRESENTATIONS WOULD BE MORE EFFECTIVE IF MORE INFORMATION WAS AVAILABLE AS TO TYPE AND SIZE OF EQUIPMENT NEEDED. NAMES, TITLES AND BIOGRAPHIES, IF AVAILABLE, OF TEAM MEMBERS WOULD BE HELPFUL.

4. DUE TO ARRIVAL OF DELEGATION ON SUNDAY, LIKELIHOOD OF UNCLASSIFIED

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PAGE 03 STATE 184212

HAVING THEM MET AT KENNEDY AIRPORT IS DOUBTFUL. HOWEVER, CONNECTION WITH DEPARTING UNITED FLIGHT NO. 985 LEAVING KENNEDY AIRPORT AT 1720 AND ARRIVING CLEVELAND 1848 WOULD SIMPLIFY TRAVELERS ONWARD TRAVEL TO CLEVELAND. TEREX REPRESENTATIVE WILL MEET THEM UPON ARRIVAL IN CLEVELAND AND ESCORT THEM TO HOLIDAY INN IN BOSTON HEIGHTS (HUDSON) WHERE RESERVATIONS HAVE BEEN MADE.

5. ASSUME THAT DELEGATION WILL BE PAYING TRAVEL EXPENSES. COMPANIES WILL BE HOSTING THEM FOR LUNCH AND DINNER DURING FOUR DAY VISIT. SUGGESTION THAT BASE OF OPERATIONS IN CHICAGO BE O'HARE HILTON (WHERE RESERVATIONS WILL BE MADE) PRACTICAL SINCE TRAVEL TO PEORIA AND MOLINE WOULD BE FROM O'HARE. DOES TEAM INTEND TO LEAVE U.S. ON EVENING OF AUGUST 18 OR MORNING OF AUGUST 19 AND WOULD SUCH DEPARTURE FROM O'HARE BE ACCEPTABLE? SUGGEST THAT THIS ARRANGEMENT, AS WELL AS FLIGHT LEAVING NYC FOR CLEVELAND, BE MADE BY TEAM BEFORE LEAVING NIGERIA. CHRISTOPHER

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## Message Attributes

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